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Message Text

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PAGE 01 WARSAW 01185 280737Z

12
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
---------- 091626
R 271548Z FEB 75
FM AMEMBASSY WARSAW
TO SECSTATE WASHDC 3617
INFO USDOC WASHDC
AMEMBASSY VIENNA
AMEMBASSY BUCHAREST
AMEMBASSY PRAGUE
AMCONSUL KRAKOW
AMCONSUL POZNAN

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E.O. 11652: N/A
TAGS: BEXP, PL
SUBJECT: MINING EQUIPMENT TRADE MISSION

COMMERCE PASS BEWT/TPD

REF: WARSAW 0896 AND PREVIOUS

1. DURING EMBASSY ECONOMIC/COMMERCIAL COUNSELORS RECENT VISIT TO GLINIK FACTORY OF DRILLING AND MINING MACHINERY, THE FACTORYS MANAGING DIRECTOR, KAZIMIERZ KOTWICA, STRONGLH URGED THAT DRESSER INDUSTRIES BE ADDED TO THE US MINING TRADE MISSION SCHEDULED FOR APRIL 13-19. KOTWICA SAID HIS FACTORY AND DRESSER HAD REACHED AGREEMENT ON A SEVERAL MILLION DOLLAR DEAL INVOLVING LICENSING AND SALES OF DRESSER PRODUCTS, BUT THAT THE DEAL HAD NOT BEEN APPROVED BY HIGHER AUTHORITIES IN HIS GOVERNMENT. HE WAS CONFIDENT THAT IF DRESSER COULD RETURN TO POLAND AS PART OF AN OFFICIAL US TRADE MISSION, RATHER THAN AS A PRIVATE COMPANY, HE WOULD BE ABLE TO SECURE THE NEEDED APPROVAL OF HIS HIGHER AUTHORITIES. MR KOTWICA SAID HE HAD BEEN DEALING WITH THE FOLLOWING DRESSER OFFICIALS: MR E.C. BROWN, JR., V.P. OF PETOROLEUM AND MINERALS
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GROUP, HOUSTON, TEXAS; MR L. N. MALLEY, V.P. AND

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GEN MGR, P&M GROUP, DALLAS, TEXAS; AND MR GORDON G. WILBUR, V.P. IDECO OPERATIONS, OILFIELD PRODUCTS, HOUSTON, TEXAS.

2. THE EMBASSY STRONGLY RECOMMENDS THAT DRESSER BE INFORMED OF THE ABOVE AND URGED TO PARTICIPATE IN THE MISSION WITH AN OFFICIAL WHO CAN SPEAK FOR THE ABOVE LISTED DRESSER OFFICIALS.

3. IF DRESSER CAN BE ADDED TO THE MISSION, IT PROBABLY WOULD NOT BE NECESSARY FOR THE ENTIRE MISSION TO VISIT GLINIK EVEN THOUGH ITS PRODUCTION IS DIVIDED ABOUT 50-50 BETWEEN PETROLEUM AND MINING EQUIPMENT (MAINLY MINE CEILING HYDRAULIC SUPPORTSL. A PARTIAL DELEGATION, INCLUDING DRESSER, AN EMBASSY REPRESENTATIVE AND ANY OTHER INTERESTED PARTICIPANTS, COULD SEPARATE FROM THE MISSION FOR THE GLINIK VISIT.
DAVIES

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